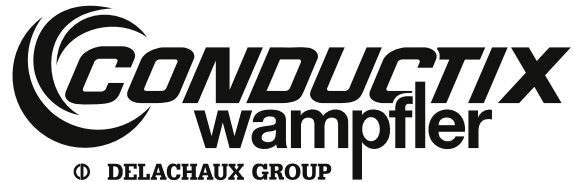


Terms of Delivery and Payment



Effective from 2005-09-01

With this issue all former issues will no longer be valid!

Terms of Delivery:

Shipments within Germany:

FHG (Ex Works - Prepaid and Added) / Handling Costs for Packing and Freight

Weight (in kg)	Handling Costs (in €)
0 - 25	20,-
26 - 50	30,-
51 - 200	40,-
201 - 500	60,-
> 500	on a time & material basis

Prices are without value added tax.

Special packing (due to the geometry of the goods, e.g. cable reels, packing for elongated goods such as conductor bars etc) and packing for bulky shipments (e.g. heavy duty cable trolleys, motor cable reels etc.) respectively packing that must comply with certain demands (e.g. seafreight) will be charged at cost price.

All other shipments:

EX WORKS / Handling Costs for Packing

Weight (in kg)	Handling Costs (in €)
0 - 25	10,-
26 - 50	20,-
51 - 200	30,-
201 - 500	40,-
> 500	on a time & material basis

Special packing (due to the geometry of the goods, e.g. cable reels, packing for elongated goods such as conductor bars etc) and packing for bulky shipments (e.g. heavy duty cable trolleys, motor cable reels etc.) respectively packing that must comply with certain demands (e.g. seafreight) will be charged at cost price.

Small Quantities:

For an order net value of less than € 100.- we charge a surcharge of € 10.-for small-volume purchases.

Surcharge for

cutting to length: For cutting to length we charge a surcharge, that is calculated as follows (in €/piece):

Cables (< 50 m)	12,-
Profile tube	14,-
C-rail	2,-

Express Shipment:

Generally ex works

Conditions of Payment:

10 days 2% discount or 30 days net.

Any costs incurred for legalising documents and bank charges outside the Federal Republic of Germany shall be charged to the purchaser.

In case of payment by letter of credit or bank collection the prices are net without any discount.

Price Correction:

In case of a strong price increase for raw material, which will considerably increase our primary material, we reserve the right to apply a general price increase without sending new price lists beforehand.

Copper Base:

The prices are based on a copper rate of € 150 / 100 kg. The prices will be adjusted to the DEL rate applicable on the day of the order confirmation, plus 1% handling charge.

Terms and Conditions:

As a supplement to the above mentioned our General Terms and Conditions will be valid according to their respective version.